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5/19/94

800 Services

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Chris Mehlenbacher

New CSTP II Promo

Any Questions please call.

Thanks

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DATE: April 22, 1994

THIS PROMOTION IS OFFERED UNDER CONDITIONS SPECIFIED IN THE TARIFF AS FILED WITH THE FEDERAL COMMUNICATIONS COMMISSION. ERRORS OR OMISSIONS IN SALES DOCUMENTATION AND/OR CUSTOMER PRESENTATIONS DO NOT RELIEVE AT&T OF THEIR OBLIGATION UNDER THE LAW TO CONFORM TO THE TARIFF.

PURPOSE: To announce the availability of the AT&T 800 Spring CSTP II Promotion. This promotion will run from April 29, 1994 through August 31, 1994.

AT&T will provide customers with a signing bonus based on the customer's annual commitment level. Customers ordering a new CSTP II will also receive a premium usage credit equal to up to two months of free usage capped at 12.5% of the customer's annual commitment level for each month. Existing CSTP II customers upgrading to a higher commitment level will receive their signing bonus and premium credit based on the incremental upgrade. The signing bonus and premium usage credit will take the form of usage credits applied to the customer's AT&T 800 Service bill.

(NOTE: LSTP II customers are not eligible to participate in this promotion).

CRITICAL DATES:

Filing Date:	April 22, 1994
Effective Date:	April 29, 1994
Ordering Window:	April 29, 1994 through August 31, 1994
Install by Date:	October 14, 1994
Term Plan Start Date:	November 30, 1994

PROMOTION DESCRIPTION & REQUIREMENTS

DESCRIPTION:

This promotional offer is available to new or existing customers that establish a new or upgrade their existing CSTP II. Customers upgrading to a higher annual commitment level will receive their signing bonus based on the incremental upgrade. Upon meeting the requirements for participation in this promotion, AT&T will:

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1. Provide a Signing Bonus-Customers who sign for a new CSTP II will receive a usage credit based on the annual commitment level. The following percentages will be used to determine the amount of the usage credit the customer is eligible for:

1 Year Plan

Customers who establish a 1 year CSTP II (new or upgrade) will receive a usage credit of 5% of the annual commitment level or incremental upgrade.

2 Year Plan

Customers who establish a 2 year CSTP II (new or upgrade) will receive a usage credit of 10% of the annual commitment level or incremental upgrade.

3 Year Plan

Customers who establish a 3 year CSTP II (new or upgrade) will receive a usage credit of 15% of the annual commitment level or incremental upgrade.

Customers who upgrade their existing CSTP II to a higher commitment level with a greater total value CSTP II will receive their Signing Bonus based on the incremental increase.

For example: A customer upgrading from a 3 year \$600,000 annual commitment level to a 3 year \$960,000 annual commitment level would receive a signing bonus of \$54,000 ($\$960,000 - \$600,000 \times 15\% = \$54,000$).

Customers with an existing LSTP(s)/CSTP(s) may cancel that term plan and move, without liability, to a new CSTP II with a commitment level equal to or greater than the remaining value of all LSTP(s)/CSTP(s) being cancelled to move to the new CSTP II. (Note: termination liability WILL NOT be waived for LSTP II customers).

Customers who establish a new plan will receive the signing bonus on their third months bill reflecting the new CSTP II.

Existing CSTP II customers that upgrade to a higher commitment level will receive their signing bonus on the NEXT months bill.

FOR EXISTING CUSTOMERS ALL PAPERWORK MUST BE SUBMITTED TO THE BCO BY THE 25TH OF THE MONTH IN ORDER FOR CUSTOMERS TO RECEIVE THEIR USAGE CREDIT ON THEIR NEXT MONTHS BILL.

2. Provide a Premium Credit-Customers who sign for a new CSTP II will also receive one or two months free usage based upon the length of the new CSTP II.

Customers who establish a new one year CSTP II will receive one month of free usage capped at 6.25% of the annual commitment.

Customers that upgrade their existing 1 year CSTP II to a higher annual commitment level will receive a usage credit capped at 6.25% of the incremental upgrade. For example: a customer upgrading from a \$600,000 1 year plan to a \$960,000 1 year plan will receive a premium credit of \$22,500 ($\$360,000 \times 6.25\% = \$22,500$).

Customers who establish a new 2 year CSTP II will receive one month of free usage capped at 12.5% of the annual commitment level.

Customers that upgrade their existing 2 year CSTP II to a higher annual commitment level will receive a usage credit capped at 12.5% of the incremental upgrade. For Example; a customer upgrading from a \$600,000 2 year plan to a \$960,000 2 year plan will receive a premium credit of \$45,000 ($\$360,000 \times 12.5\% = \$45,000$).

Customers who establish a new 3 year CSTP II will receive two months free usage capped at 12.5% of the annual commitment level for each of the 2 months.

Customers that upgrade their existing 3 year CSTP II to a higher annual commitment level 3 year plan will receive a usage credit capped at 12.5% of the incremental upgrade for each of the 2 months.

For example: A customer upgrading from a \$600,000 3 year term plan to a \$960,000 3 year term plan will receive a premium credit of \$90,000 ($\$360,000 \times 12.5\% \times 2 = \$90,000$).

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The customer will select which month or months usage during the first six consecutive CSTP II billing months the premium credit will be based on. The month(s) chosen must be shown on the CSTP II Information Form. If no designation of month(s) chosen is shown on the form, the customer will receive their credit based on the first and second months usage. The premium usage credit will be applied on the customers 12th months bill reflecting the CSTP II, i.e., the first anniversary of the CSTP II.

3. Waive the Service Establishment Installation charge for AT&T MEGACOM 800 Service (Basic \$1090; Custom \$1290).
4. Waive the Service Establishment Charge for AT&T 800 Gold-Nodal Service (Basic and Option 2 \$1500; Option 1 \$1200; Custom \$1700; Customer Selected Basic and Option 2 \$1700; Option 1 \$1400;) and AT&T 800 Gold-Switched (Basic and Option 2 \$60; Option 1 \$50; Customer Selected Basic and Option 2 \$66.50; Option 1 \$56.50)
5. Waive the Connection charge per access line for AT&T 800 Gold-Dedicated Switched (Basic and Option 2 \$364; Option 1 \$339)
6. Waive the Service Establishment Installation charge for AT&T 800 READYLINE Service. (Basic \$43.50; Custom \$50.00)
7. Waive the connection charge per access line (\$323) for 800 READYLINE on a dedicated access line (MasterLine).
8. Waive the termination liability associated with cancelling a CSTP(s) to move to a CSTP II. The termination of the CSTP(s) and the start of the CSTP II must be done concurrently and the new CSTP II total commitment must be equal to or greater than the total remaining commitment on the CSTP(s) being cancelled.
9. Customers that currently have one or more LSTP(s) will be allowed to move, without liability, to a new CSTP II as long as the new CSTP II total commitment is equal to or greater than the total remaining commitment on the LSTP(s) being cancelled to move to the new CSTP II. (NOTE: LSTP II customers are not eligible to participate in this promotion).

10. Waive the non-recurring charges associated with up to five (5) new ACCUNET T1.5 and Terrestrial 1.544 Mbps. local channel service installed. The T1.5 access waivers include installation costs for T1.5 local channels, access coordination function, and office connection charge.
11. Waive the Revenue Volume Pricing Plan (RVPP) Service Establishment charge (\$200.00)

REQUIREMENTS:

1. Customers establishing a new CSTP II will be required to also establish a new Revenue Volume Pricing Plan (RVPP). Customers with an existing CSTP II that choose to upgrade to a new CSTP II commitment level will retain their existing RVPP.
2. Customers that currently have an LSTP(s)/CSTP(s) will be allowed to move, without liability, to a new CSTP II as long as the NEW total CSTP II commitment is equal to or greater than the total remaining commitment on the old LSTP(s)/CSTP(s). (NOTE: LSTP II customers are not eligible to participate in this promotion).
3. Customers upgrading from one or more CSTP II(s) commitment level to a higher CSTP II commitment level may do so as long as the new CSTP II total commitment is equal to or greater than the total remaining commitment on the old CSTP II(s) and the term of the new CSTP II is equal to or greater than the longest CSTP II term being disconnected.
4. Customers may upgrade a CSTP II obtained under this promotion to a new CSTP II within the first 12 consecutive months provided that the new CSTP II has a higher revenue commitment than the CSTP II being discontinued. However, the customer is required to meet the first year revenue commitment for the CSTP II obtained under this promotion regardless when during the first 12 consecutive months the customer establishes the new CSTP II. If the customer does not meet the first year revenue commitment of the CSTP II obtained under this promotion, AT&T will bill the customer in an amount equal to any credits received under this promotion.